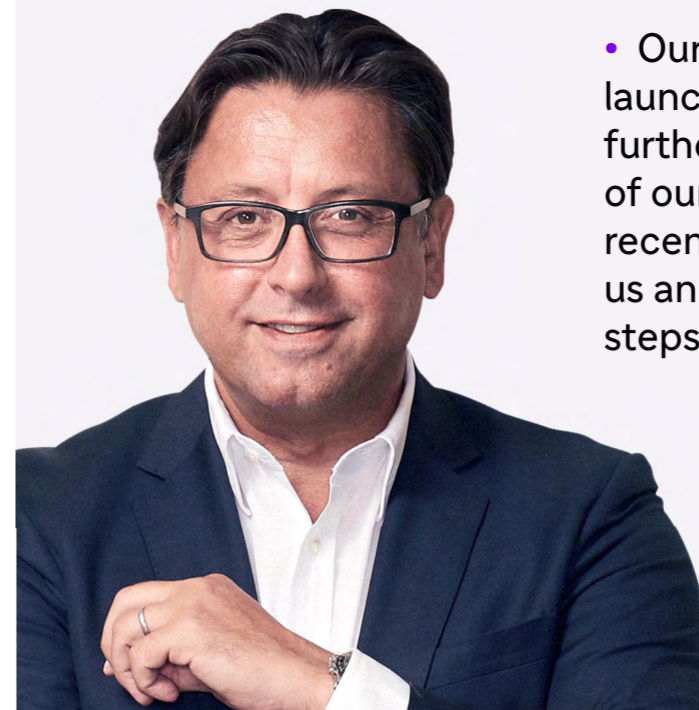


# Q3 2023 *Results* and Next Chapter of *Play to Win* Strategy



• Our strong performance since launching our Play to Win strategy, further exemplified by the progress of our growth drivers in Q3 and recent pipeline news flow, has given us an opportunity to take important steps for the future of our company. •

**Paul Hudson**  
Chief Executive Officer, Sanofi

## Company sales and business EPS\*

**€11,964m**

+3.2% (-4.1%)

Q3 2023  
company sales \*\*



Killian Kaczmarczyk,  
Maintenance Technician, Le Trait, France

**€2.55**

-2.1% (-11.5%)

Q3 2023  
business EPS \*\*

\* Earnings per share

\*\* Growth rates are expressed at constant exchange rates (CER).  
Growth rates in parentheses are expressed on a reported basis.

## Sales by global business unit



**€4,635m**  
Specialty Care



**€2,986m**  
General Medicines



Abstract representation  
of an mRNA strand



**€3,098m**  
Vaccines



**€1,245m**  
Consumer Healthcare

## Sales by geography

US

**€5,648m**

Europe

**€2,707m**



An-Sophie Claerbout, Scientist,  
Nanobody Research Platform, Belgium

Rest of  
the World

**€3,609m**

## Sanofi enters next chapter of *Play to Win* strategy



Doubling down in  
*science and  
innovation*



Intention to separate  
*Consumer Healthcare  
business*

For further information on Q3 2023 results and definitions of financial indicators, please refer to the press release issued on October 27, 2023 at: [www.sanofi.com/en/investors](http://www.sanofi.com/en/investors)

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